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APR 29 2004
Attorney General's
Registry of Charitable Trusts

**COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES
2002 ANNUAL FINANCIAL REPORT**

(California Government Code Section 12599)

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3. Amount to Charity (subtract line 2N from line 1G) \$713,120 3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity) _____ 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) _____ 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) \$713,120 6.
7. (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?
☐ Yes ☒ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fund-raiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

(b) For each affiliation identified in 7 (a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Paul S. Papich, Sr. VP

1/29/04

Signature of authorized officer (Commercial Fund-raiser)

Printed Name

Title

Date

This report must be signed by two officers or directors of the charitable organization for verifying the distribution.

Signature of authorized officer/director (Charity)

Printed Name

Title

Date

Signature of authorized officer/director (Charity)

Printed Name

Title

Date

San Francisco Opera
10/19/03 - 12/31/03

Total money received by	San Francisco Opera	\$891,033
Total fees* paid to	MKTG TeleServices, Inc.	\$177,913
Total net to	San Francisco Opera	\$713,120

Total fees and commissions paid to MKTG TeleServices, Inc. by San Francisco Opera	\$177,913
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Cost of Campaign:	
salaries: agents and managers	\$110,315
payroll taxes	\$10,948
advertising and supplies	\$2,999
Cost of Operations:	
operating expenses	\$44,478
Total expenses paid by MKTG TeleServices, Inc. out of commissions earned from San Francisco Opera	\$168,741
net	\$9,173

*these expenses are percentages of Commissions
based on MKTG TeleServices, Inc.'s operating
ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to
MKTG TeleServices, Inc. by the charitable organization.